



Amplify YOUR voice  
with the Virginia  
Agribusiness  
Council

With nearly 400 members, the Virginia Agribusiness Council is a non-profit member organization committed to representing the agriculture and forestry industries in the Commonwealth with a unified voice through effective government relations efforts. The Virginia Agribusiness Council is directed by a board which includes members across all agriculture sectors.

Our staff serves as the resource for advocacy and representation at the General Assembly and on regulatory issues affecting the supply chain. Your membership and support enables the Virginia Agribusiness Council to continue to serve as the unified voice for the first and third private sector industries in the Commonwealth of Virginia.

We provide multiple networking and educational opportunities throughout the year for our members to engage, exchange ideas and to add value to the organizations that we serve. Our events include the Annual Legislative Banquet, Council Connections, Ag Night at the Diamond, webinars, the Annual Golf Tournament, the Annual Sporting Clay Tournament and the Annual Meeting & Policy Conference.



### Our Vision

A thriving Agribusiness  
Community for future generations



### Our Mission

We represent Virginia  
Agribusiness with a Unified  
Voice



### Our History

Formed in 1971, the Virginia Agribusiness Council was created to bring a unified voice for agribusiness to the General Assembly. With fewer people connected to agriculture and an increasing number of bills that affected agriculture and forestry, the need of the Council was recognized.



### Core Values

Advance the business interests of agriculture and forestry producers, processors, manufacturers, retailers, and suppliers

Respect the views of all members and seek consensus based on proven facts and science

Facilitate solutions by engaging participants on both sides of an issue

Serve as a reliable and credible resource on matters related to our industry

Adhere to the intrinsic values of rural communities

Employ the highest standards of integrity, professionalism, and excellence



## VAC STAFF & BOARD

VAC is guided by a board of over 30 members from all sectors of the agriculture industry and from across the state.

### VAC Staff Includes:

Executive Director, Cliff Williamson  
Director of Member Services & Events, Jenny Toomey

### VAC Government Relations Staff

Brad Copenhaver, Principal, Meadowview Strategies  
Heidi Hertz, Principal, Cozen O'Connor

## WHAT WE DO

Our full time staff works to bridge the gap between our members and lawmakers, state leadership, and regulatory agencies through meetings, events and farm visits. We build relationships, and as such have gained the respect of lawmakers and regulatory agencies at both state and national levels. We provide science based information, get them out to the farm, and create opportunities for them to interact with and learn from their constituents.

## HOW WE DO IT

### Cultivate Consensus

Our members start with family and commercial farms and move up through the agricultural and forestry supply chain. From agribusinesses and ag lenders to urban agriculture, industry and commodity associations. We have a large network of members representing the full supply chain of agriculture and forestry. Everyone is brought to the same table as a unified voice. You help us draft our guiding policy documents each year.

### Inform Legislators

We have built strong relationships with lawmakers and government officials. They turn to us for credible information regarding issues in agriculture and forestry. We provide science based information, get them out to the farm, and create opportunities for them to interact with and learn from their constituents.

### Share Your Story

As the 1st and 3rd industries in Virginia, agriculture and forestry play an important role in our economy, our history and our health as a Commonwealth. From times of crisis to a booming economy, agriculture is moving to ensure that essential needs are met. We work to protect your ability to do what you do best and inhibit unnecessary barriers and burdens by telling the woven story of the people that feed, clothe, and fuel the world.



# ANNUAL EVENTS

FOLLOW US



## ANNUAL LEGISLATIVE APPRECIATION BANQUET (JANUARY)

The Council's premier event, with nearly 1,000 attendees, for promotion of the agribusiness industry and effective interaction between Council members and the Governor, Lt. Governor, Attorney General, Senators and Delegates.

## ANNUAL GOLF TOURNAMENT (JUNE)

Council members come together for a day of golfing and networking. After the tournament, members come together for an awards reception recognizing team and individual contest winners.

## ANNUAL SPORTING CLAY TOURNAMENT (SEPTEMBER)

This event is open to shooters of all skill levels! Breakfast, BBQ lunch, and ammo (12 & 20 gauge) are included. You'll have the opportunity to shoot at 8 sporting clay stations, participate in shooting contests, and network with nearly 20 teams!

## COUNCIL CONNECTIONS

Council Connections are held throughout the year at various locations within the state. Members have the opportunity to network, share ideas and meet with invited legislators.

## ANNUAL MEETING & STATE POLICY DISCUSSIONS (NOVEMBER)

VAC's Annual Meeting provides up-to-date information regarding important topics in our industry with experts in their fields. Council members are invited to make updates to VAC's policy documents which guide our efforts throughout the General Assembly.



# MEMBERSHIP LEVELS

## FAMILY & COMMERCIAL FARMS

Producers of field crops, greenhouse crops, vegetables, fruits, nursery products, aquaculture, timber, livestock, dairy & poultry

## AGRIBUSINESS COMPANIES

Businesses that process, manufacture, distribute or sell agriculture and forest products, and those that provide services or supplies to family and commercial farms

## AGRICULTURAL LENDERS

Financial institutions that serve the agribusiness industry and rural communities

## URBAN AGRICULTURE

Businesses engaged in urban turf and landscape managements (i.e., golf courses, landscapers, lawn care)

## INDUSTRY ASSOCIATIONS

Non-profit organizations with agriculture and forestry members or promoters of the agribusiness industry (i.e. fair organizations, commodity associations)

## INDIVIDUALS

Current employees or retirees of a member organization or other industry professionals (i.e. Land Grant University personnel, government agency employees)

# BENEFITS

### 1. Active Representation

VAC represents our members throughout the year with the Virginia General Assembly, Governor's office, and Congressional representatives as laws and regulations are developed.

### 2. Highly Responsive and Knowledgeable Resource

We are a resource for our members on regulatory details and compliance concerns as laws are implemented. The Council will help you get the correct answer to your regulatory questions in a quick and efficient manner.

### 3. Up to Date Information

We provide you with updates to legislative and regulatory actions that impact your business through weekly or monthly newsletters and meetings of Council members.

### 4. Exclusive Networking Opportunities

Network with policy makers and industry leaders through Council activities and events.



## APPLY FOR MEMBERSHIP

Submit an online application for membership on our website at [www.va-agribusiness.org](http://www.va-agribusiness.org) or fill out the attached application and return to the VAC staff at [vac@va-agribusiness.org](mailto:vac@va-agribusiness.org).

## DUES STRUCTURE

Our dues are structured on a sliding scale. Your dues level is based on sales volume in Virginia. Our staff works with you to estimate your sales in Virginia so you are put in the correct dues level.

## QUESTIONS ABOUT MEMBERSHIP?

Contact Jenny Toomey, Director of Member Services and Events, at [Jenny@va-agribusiness.org](mailto:Jenny@va-agribusiness.org) or at 804-643-3555.